THE CANNING TRADE

THE Journal OF THE Canning AND Allied Industries

ESTABLISHED 1878

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Canned Prunes

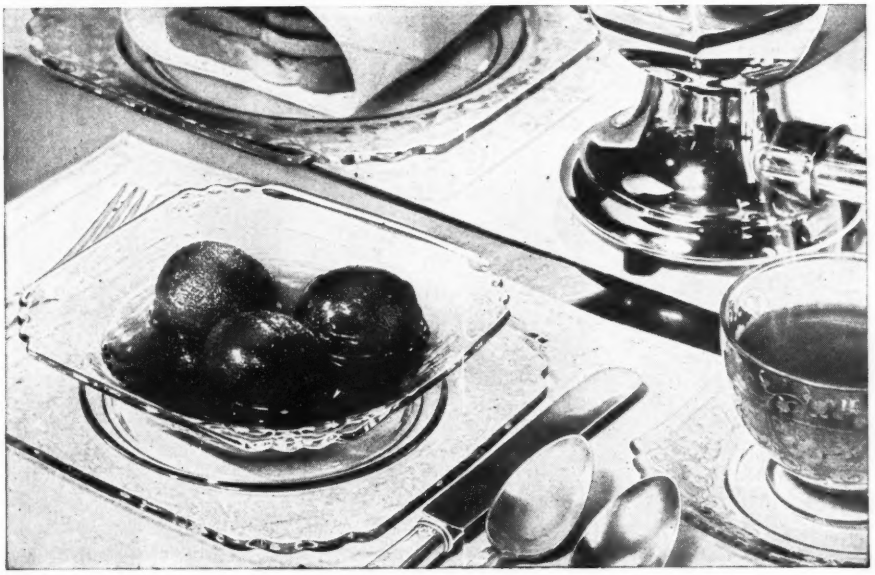
THAT canned prunes are ready to eat without soaking is a big advantage in their favor —*but only if the canned prune is as appetizing and flavorful as the dried prune cooked at home.* As long as women are convinced by experience that canned prunes are as good as dried ones, then the time and labor savings have an important influence. But if they are disappointed with the canned product, convenience is not enough to make the sale.

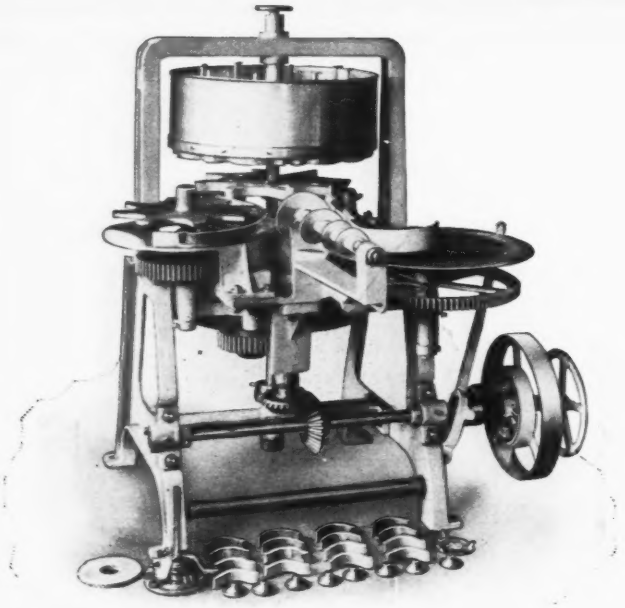
Nor is uniformly high quality hard to attain. Success lies in careful attention to details. Very important is the immersion of the dried prunes in hot water (from 2 to 10 minutes depending on the size of the prunes and the extent to which they have been dried). This not only cleanses the fruit but gives it its softness and glossy appearance. It is wise to remember that the longer the fruit is immersed, the more water it absorbs, and therefore the less syrup will it absorb after canning. The degree of syrup can be varied with the size of the prune, the smaller the prune the heavier the syrup.

Prunes have a tendency to corrode the container, Therefore it is most important that the cans be well exhausted and closed at a fairly high temperature. Some packers have best results with a long exhaust at 170°, others with a shorter exhaust at 210°. After sterilization, the cans should be thoroughly cooled to decrease the action of the prune on the can.

If you are faced with specific problems which stand in the way of quality, the Research Department of the American Can Company, which has considerable knowledge of this fruit, will be glad to consult with you.

AMERICAN CAN COMPANY CANCO





AYARS TOMATO JUICE FILLER.

Used by leading manufacturers for filling cans with Tomato Juice—

For Filling—Tomato Pulp and Puree—Clear Soups, etc.

For Syruping—Fruits, String Beans, Beets, etc.

Has no air vent stems to damage fruit.

Designed for high speed.

Belt Drive or direct connected.

Fills absolutely accurate.

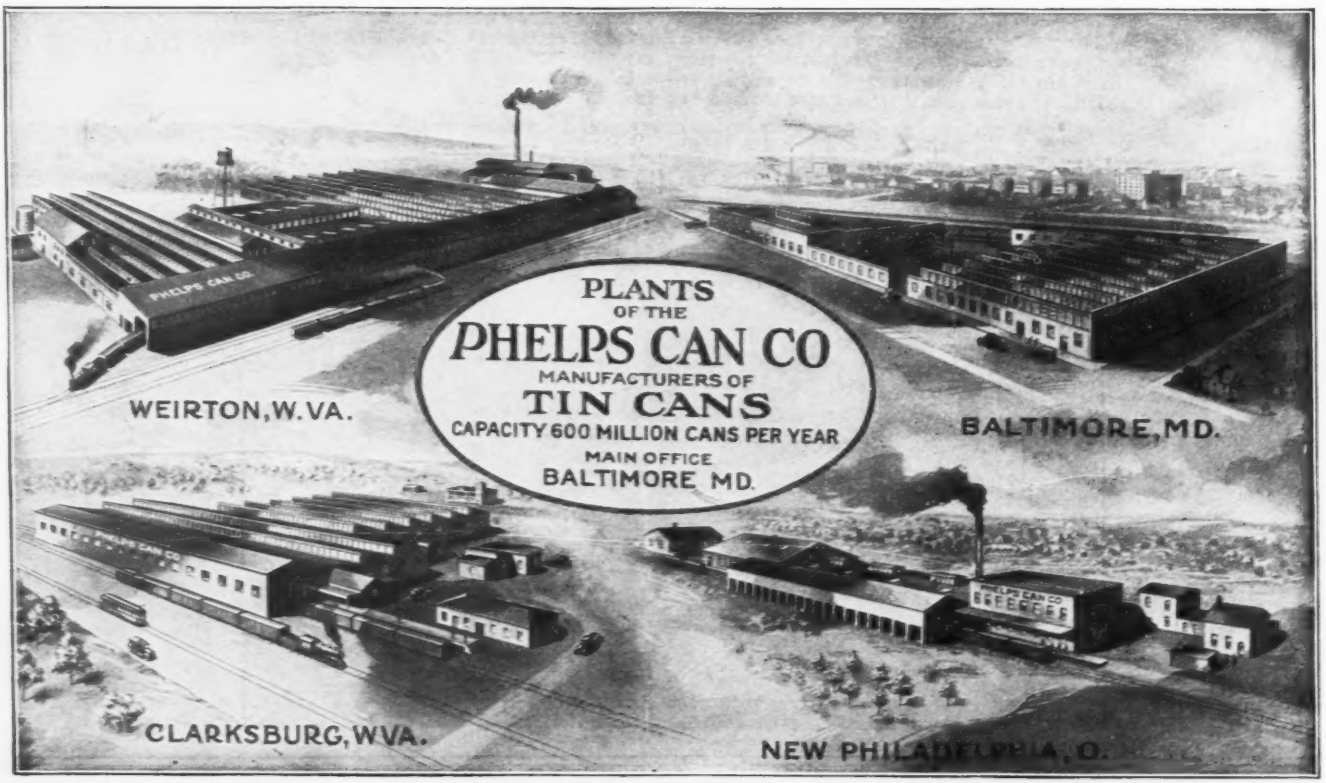
No Can No Fill.

Rapid valve.

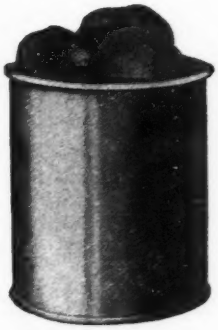
Prices on Request.

AYARS MACHINE COMPANY

Salem, New Jersey



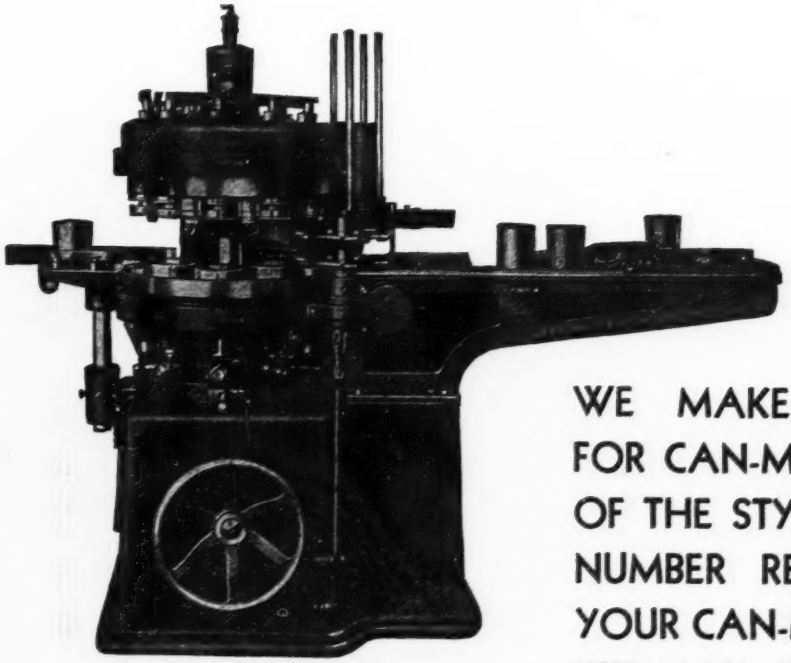
CLOSING MACHINES
REGARDLESS OF OUTPUT



This cut shows can before it enters machine

This cut shows filled can after cover is seamed on in machine, air tight without solder

NO. 287 DOUBLE-SEAMER



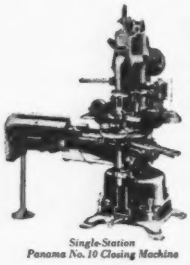
NO. 51 ROTARY DOUBLE-SEAMER

WE MAKE EVERY MACHINE FOR CAN-MAKERS REGARDLESS OF THE STYLE OF CAN OR THE NUMBER REQUIRED. SEND US YOUR CAN-MAKING PROBLEMS. WE MAY CUT YOUR COSTS.

CAMERON CAN MACHINERY CO.

240 North Ashland Avenue CHICAGO, U. S. A.

Exactly meeting your requirements

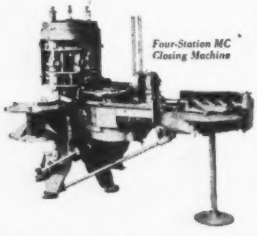

Single-Station Panama No. 10 Closing Machine

WITH the passing of the "hole and cap" all soldered can and the introduction of the new "open top" structure, the technique and equipment for making tight seams to stand both processing strains and commercial handling presented seemingly insurmountable difficulties.

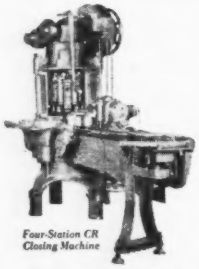
And from the very beginning, Continental played an important part in closing machine development. When the now famous Panama Machine was introduced many years ago, it was a sensation—the fastest and most adaptable of all closing machines of that time, closing from 40 to 60 cans a minute. Its adaptability to quick changes in the sizes of cans to be closed was a particularly advantageous feature. A tribute to the value of this machine is its great popularity even today among Canners for all products where high-speed closing is not essential.

Single-Station Panama Closing Machine

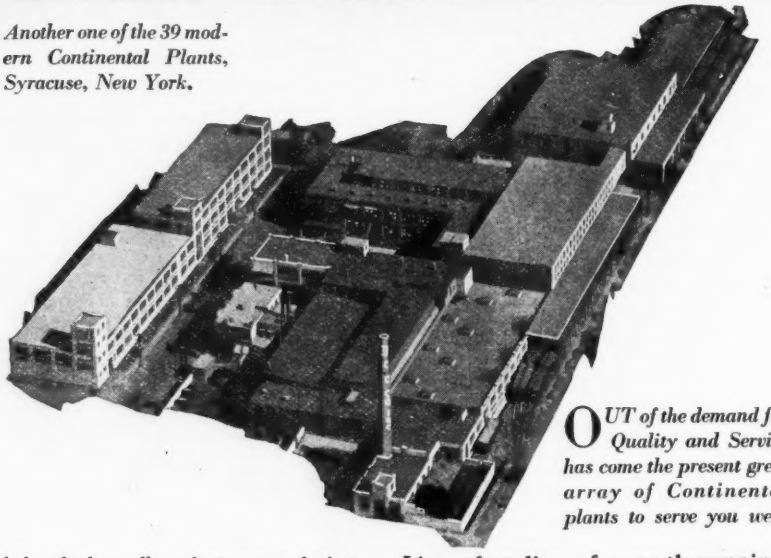
The Continental M. C. Four Station Closing Machine, introduced some 16 years ago, was another tribute to the skill of Continental engineers, who met the need for higher speeds and non-spill with Continental "M. C." closing up to 135 cans per minute, and its introduction marked another epoch in the industry. Today this same type of machine with minor refinements, is a great favorite among Canners because of its sturdy, substantial construction and its low cost of maintenance.


Four-Station MC Closing Machine

About 8 years later, Continental Engineers again excelled in closing machine development when they designed the famous C. R. four Station Closing Machine. This machine, acknowledged to be the fastest in the country today, is capable of closing up to 220 cans a minute. It is, of course, intended for use only where large capacity is needed and where all products are packed at very high speeds.

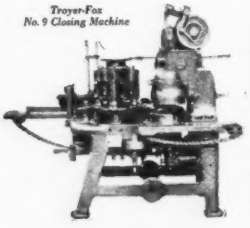

Four-Station CR Closing Machine

Another one of the 39 modern Continental Plants, Syracuse, New York.

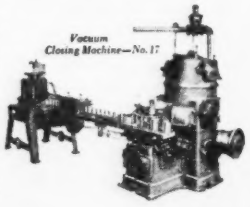


OUT of the demand for Quality and Service has come the present great array of Continental plants to serve you well.

Besides these three outstanding Continental Closing Machines, there are several other types and sizes—each built to meet some specific need in the Cannery. And, every Continental Seamer can be conveniently set in line with any filling machine or exhaust box.


Troyer-Fox No. 9 Closing Machine

Continental Closing Machines have been designed and are built in Continental's own four machine shops, of the finest materials, under the most exacting standards of precision. They are built to *run* and are not sold. Construction costs are secondary to maintenance expense, hence Continental customers are assured of the utmost in performance.


Vacuum Closing Machine—No. 17

Never were lower costs so essential as today. Your machinery must run without stops—production is all important. At "peak load" is when you'll appreciate most the efficiency and dependability of Continental's closing machines in avoiding delays.

BUSY DAYS BEHIND THE SCENES

Right now, with the steady stream of incoming crops, these are busy times for Continental's many factories. Line after line of smooth-running, high-speed, can making machinery is turning out cans faster than the eye can count. Constantly safeguarding the standards of Continental Quality is an organization skilled to produce better cans even under peak loads.

But, making good cans fast is just one of the many activities "behind the scenes"—getting the cans to you on time . . . helping you with your canning problems, closing machine inspections—those are equally as important. And you can always depend on Continental to render quick and efficient service in any emergency which may often mean the difference between profit and loss.

Your dollars buy a whole lot more than "just cans" when you are a Continental customer.

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"IT'S BETTER PACKED IN TIN"

THE CANNING TRADE

THE JOURNAL of the CANNING and ALLIED INDUSTRIES

Established 1878

THE CANNING TRADE is the *only* paper published exclusively in the interest of the *Canned Food Packers* of the United States and Canada. Now in its fifty-fourth year.

Entered at the Postoffice, Baltimore, Md., as second-class matter.

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Packers are invited and requested to use the columns of THE CANNING TRADE for inquiries and discussions among themselves on all matters pertaining to their business.

Business communications from all sections are desired, but anonymous letters will be ignored.

ARTHUR I. JUDGE, *Editor.*

Vol. 55 BALTIMORE, SEPTEMBER 5, 1932 No. 4

EDITORIALS

KEEP UP THE FIGHT—We have made better progress in this fight against the buyers' trust than we ever dared hope for. Men have "gotten the point" in all sections of the country; some other journals have taken up the cudgels and are dealing telling blows. All this will have its effect, but every manufacturer of anything that is merchandised should be behind this movement, for fair play in the application of the Sherman Anti-trust Law, and all would be strongly back of it, if all fully understood the proposition. Many men say: "Oh! there is no collusion of the chains among themselves, they fight each other like cats and dogs;" and there is certainly no collusion between furniture buying units, grocery buying units, shoe buying units, etc. And if there is no such collusion how can you say they are a trust?"

The trouble is the thought is new and it has not been grasped by the men who make assertions of this kind. They are like the Senator quoted last week,—and while we do not know with certainty that he is the one we believe him to be, we have every reason to suspect that he is one of the brightest Senators at Washington, and with more real punch about him than all of the rest put together. You will recall what he answered, as published in last week's issue: "In regard to what you term a Buyers' Trust it would be an impossibility to compel buyers to purchase if they do not want to do so. The Sherman Law prohibits producers from combining to advance prices, but does not compel them to sell." He misses the whole point.

In effect a trust is any combination in restraint of trade; in other words anything which unfairly affects the smooth flow of trade, through collusion, intended or otherwise, by the operatives in that trade or in all trade. The public's idea of a trust is a great, powerful machine producing necessaries of life, and bent upon extracting the last penny of profit from the consuming buyers, and ruthlessly slaying any competitor who tries to enter its field. Incidentally this slaying could only be done by cutting prices below possible cost of production, until the competitor is forced into bankruptcy, or compelled to sell out to the trust. An aside here is worth while: the public was never heard to complain while these slaying wars were on, and it was getting the goods at far below cost—almost gifts; it took everything, but kicked like a trussed-up steer when its time to pay came. It never thought it was sucking the life blood out of the competitor, and actually helping the trust which it professed to hate. And you have the same situation in our discussion. The public is made believe it is gaining by the low prices charged, and it never thinks for one moment that the penny saved in this manner is resulting in the closing down of factories everywhere, and the throwing out of employment of millions of workers, with the consequent loss of all buying power. In other words the penny saved often cost that family the weekly income. Goods cannot be sold below cost for any length of time, no matter how well heeled the firm may be, without producing bankruptcy and the destruction of that business. This has grown so bad that even the buyers now see the danger, and are actually beginning to urge a stop to price cutting. But the buyers can't do that, for they are caught in their own engine of destruction: they are victims of their own plan.

Why? Because when one of these competing buying groups cuts the price it pays for any article all other buying units are forced to cut in self-protection; but not only forced by competition, but the natural, human law is to buy as cheaply as possible and thereby make added profit. And so when any item, canned foods for instance, is cut from 60c to 55c all buying units welcome it with glee and set their prices at 55c, and if it goes to 50c, they dance and set 50c. It is automatic and unbeatable. There is no collusion among them but they are bound by a law which is organic in human nature, the law of self preservation. You can't legislate against that, no. But when the whole buying field, covering all human necessaries, is divided up into

closely working buying units, then the law should apply and remove these obstacles to free trading.

The Sherman law says that sellers must not combine to put up prices against the buyer. Here the buyers are combined in a few great buying units to put the prices *down* against the seller. The results are worse because the buyers may not be compelled to buy, but the seller must sell, and in doing so puts himself out of business.

A chain system comprising 100 or 20,000 units, represents the displacement of 100 or 20,000 individually owned retail outlets, everyone of which could be a possible customer, at the seller's price, or ability to sell. How many grocery chains are there, and how many stores do they operate? Whatever the number they are just that many individual purchasers removed as buyers, for every chain store displaces an individual store.

The example of the voluntary chains is clearer. Here 1,000, more or less individually owned retail grocers band together to do their buying through one head, in wholesale, carload lots and at therefore the lowest market prices; then the freight, and small expense of the central warehouse is added to the bill, and the whole divided among the members, with no wholesale profit, thus making the price to these individually owned retailers the lowest in the market. They buy as a unit, and such buying units exist in every field of general merchandising, each one covering its own particular product, until the whole buying market is covered with them.

In self protection even the wholesalers are now going into these voluntary chains. So when the manufacturer sends his salesmen into the field for orders, they are told that they do not buy direct any more; they buy through "The A Buying Unit," and to see Mr. So and So. And if he attempts another territory he finds the same condition, only they buy through B, and to see Mr. So and So. The whole buying field is now practically solidly covered with hardly a handful of independent buyers outside, and every week sees more entering some such buying unit. You see it does not cost them anything to buy in that way, on the contrary they save money, so they are self perpetuating.

The situation in the sale of canned foods, as bad as it is, is comparatively easy as compared with what exists in some other lines, where the factories are unable to stir a finger without paying the buying trust. And of course it is driving them out of business, closing the factories and throwing the huge working forces into idleness and starvation.

What is the use of our Government providing Finance Corporations to lend money to industry, when industry (the producers) cannot get back the money they put into the goods, much less make any profit? What sane man would obligate himself to pay interest upon a loan of $100,000 when he knows that he will lose that just as he did previous fortunes?

The producers are up against an impassable stone wall. If you don't like to call it a Buyers' Trust, call it anything you want; but in the name of common sense what is the matter with our law makers that they cannot see that this is exactly the thing aimed at in the Sherman Law—to keep competition free and trade flowing normally. Well, is it today?

But you are going to get no relief unless you fight for it; unless you demand that your Senators and Representatives see that the Sherman Law is enforced impartially, against both buyers and sellers, and not just against the sellers.

Despite the Wall Street farce now going on, and which everyone clearly understands, there can be no revival of business, upon a permanent basis, until the factories reopen, labor goes back to work, and the wages are distributed to make buying general. And the factories cannot open with the whole buying market closed as it is today, through the operation of tightly working buying units, or as we have termed them Buying Trusts.

Get busy on this and fight—or sit still and you will rot.

HOW MUCH TOMATO JUICE—As a packer of tomato juice you want to know how much is annually produced. It is vital to your business. The Government is willing to do this work if you will help. The least you can do is to co-operate in this work. The following letter explains:

Washington, D. C., August 26, 1932.

The Canning Trade.

Dear Mr. Judge:

We have been asked by the National Canners Association to collect statistics of production on tomato juice for 1932 and we are planning to ask in addition for the 1931 figures. Our questionnaires will be sent out along with the questionnaire on canned tomatoes to all canners of tomatoes with an explanatory note that we are doing this in order to cover as far as possible the complete industry.

There is a possibility that there are a number of canners of tomato juice and tomato juice cocktails who are not listed as canners of tomatoes. If you know of any such organizations will you please send me their names and addresses so that we can be sure that a tomato juice questionnaire is sent to them? I am forced to ask your co-operation in building up this mailing list as there does not seem to be in existence a satisfactorily complete list of tomato juice producers. Your assistance will be very much appreciated.

Yours very truly,

R. S. HOLLINGSHEAD,
Assistant Chief, Foodstuffs Division,
Bureau of Foreign and Domestic Commerce.
Department of Commerce,

SHOULD BE

In Every Cannery Office

"A Complete Course in Canning"

As an insurance against loss

Published by
The Canning Trade
Baltimore, Md.

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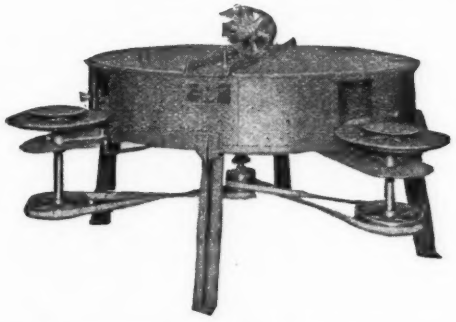
Zastrow Round Disc Exhauster



Better because it embodies features suitable to every CANNER.

Simple, Rigid, Durable, Get-At-Able, gives uninterrupted service.

Cans are transferred on smooth machined discs by friction (No gear teeth disc to tip and jam cans).

Saves steam, Saves space.

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Manufacturers

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The National Color Printing Company, Inc.

LABELS

916-924 E. MONUMENT STREET BALTIMORE, MD.

Crop Reports

Condition of Canners' crops as reported direct by Canners. You need this kind of information, and should appreciate its value. Contribute your share and keep this column up to the minute. We urge your co-operation and invite your communications.

TOMATOES

Marianna, Ark., August 29, 1932—Not operating this year, and therefore, have no crop. However, the residents of this county have raised a fairly good crop of vegetables this year although this is being cut somewhat by the drought.

Bel Air, Md., August 29, 1932—Not operating this year.

Sherwood, Md., August 30, 1932—Rain badly needed. Vines beginning to dry up.

Still Pond, Md., August 27, 1932—We would estimate the acreage here at about 70 per cent normal, with about a 75 per cent crop. If we do not have some rain within a few days, the crop will be cut by one-half.

Marshfield, Mo., August 22, 1932—Conditions at present time not very promising. Too dry, but will average about the same as last year. Acreage about one-tenth of 1930. We are practically out of the tomato business this year. At present time we have only one small cannery in operation.

Winkler, Mo., August 23, 1932—Our crop is a complete failure.

Greenville, Ohio, August 29, 1932—Acreage same as last year. Crop at present looks as if it will be 60 per cent of last year. Tomatoes are averaging only 25 per vine with fruit running small.

Minster, Ohio, August 29, 1932—Badly in need of rain. Have 120 acres with about 50 per cent yield. Acreage about 50 per cent of normal.

Oak Harbor, Ohio, August 30, 1932—Have prospect for fair crop, if we get occasional showers. Dry weather has done considerable damage.

McEwen, Tenn., August 29, 1932—Have never seen tomatoes rot in quantity as this year. The first setting did not yield over 30 per cent. We have packed very little in this section so far.

Bedford, Va., August 27, 1932—This covers the Piedmont section of Virginia and embraces the Counties of Campbell, Nelson, Bedford, Franklin, Roanoke, Botetourt, Montgomery and Floyd. These counties will produce the smallest pack this year they have had for many a year; probably in the last 20 years, and will not be over 25 per cent of a normal pack for the last five years. The acreage, we should say, was 20 per cent under normal. The factories through this section have only had piece-day operations for the last two weeks. None, as we know of, have operated a full day, and it looks like the crop will be over with entirely in the next two weeks. Everything in this section is practically burned up on account of the drought.

Colonial Beach, Va., August 27, 1932—Indications are that the pack in the Northern Neck of Virginia will be 50 per cent of last year. Decrease in acreage. Thousands of bushels went in wrappers that formerly went in cans. Drought extending over the fields has cut crop 50 per cent. Factories that formerly had packed 20,000 cases up to this date, have not packed 2,000. Many factories not operating this year. Hot weather has destroyed a great deal of fruit.

Machodoc, Va., August 26, 1932—Acreage 75 per cent of 1931 with 25 per cent destroyed by blight or wilt. Vines very small but fruit very good. Lack sufficient rain. Three canners that operated within five miles of each other in 1931 have closed down this year.

Wake, Va., August 24, 1932—Started to pack August 20th. Fruit of good quality; firm and red, with a little blight. At this time, if season continues favorable, looks as if we will have a fair pack. Have cut acreage 20 per cent of last year.

CORN

Greenville, Ohio, August 29, 1932 — Sweet: Same acreage as last year with 50 per cent crop.

Norwalk, Ohio, August 29, 1932 — No sweet corn planted this year. Growing conditions poor; too dry.

Wilmington, Ohio, August 30, 1932—Sweet: Acreage in this section is about one-sixth of normal with only two factories operating this year out of nine who usually have acreage in this county. Crop from this reduced acreage is about 65 per cent of normal, caused by the dry weather in the spring, then by floods, and now by a very dry spell, which has lasted for the past three weeks or more, with the exception of some slight local rains the latter part of last week. The past two days the thermometer has been between 90 and 100, and if this should continue very long, the crop will be cut to 50 per cent or less.

BEANS

Greenville, Ohio, August 29, 1932 — Snap: Almost total failure in this county.

CABBAGE

Norwalk, Ohio, August 29, 1932—Acreage 60 per cent of last year. Very dry. Crop just fair with plenty of aphis damage.

CUCUMBERS

Oak Harbor, Ohio, August 30, 1932—Hot, dry weather the past few weeks has done great damage and yield will not be anywhere near normal.

THE BOOK YOU NEED----

CANNERS—Because it is an authorative treatise on the canning of every known food product, from the growing, through the building of the factory, the formulae, the times of process, to the final accounting of the profits. With Food Law Regulations governing each item.

PRESERVERS, PICKLERS, CONDIMENT MAKERS—Because it gives the latest and most reliable formulae for all preserves, jams, jellies, pickles, sauces, condiments, mince-meats, fruit juices etc.

DISTRIBUTORS—You will find the information, covering the above subjects, so interesting and valuable that you would not part with the book at any price. An education in food production, and a help in case of food law questions.

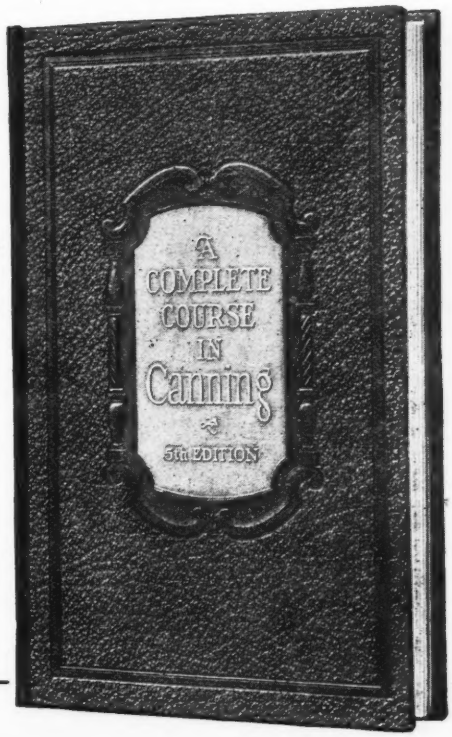
RETAILERS—Because you ought to understand the foods you hand over the counter, their process of production and the laws governing them.

DOMESTIC SCIENCE TEACHERS—Because it is a text book of higher education in food production of all kinds, in tin or glass. A history of food development, written as interestingly as a novel disclosing the truth about canned foods, their origin, development and production, such as is not obtainable elsewhere, and by an authority.

The Standard of The World

A Complete Course in Canning

Bound in Leatherette, Stamped in Gold
Size 6' x 9'
386 pages.



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Price
$10.00
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The Canning Trade
BALTIMORE, MD.

Publisher of the Industry's Literature

Landreth's Hybrid Sweet Corn

Demonstration of Trials at Bloomsdale Farm, Bristol, Pennsylvania, under Direction of H. S. Mills. Vegetable Specialist.

THERE was a small gathering of vegetable experts at Landreth's Bloomsdale Farm, Bristol, Pennsylvania, on the afternoon of August 19th. Amongst those present were:

Mr. K. H. Lansing, of The Seed World, Philadelphia, Pa., and Chicago, Illinois.

Professor L. G. Schermerhorn, Department of Horticulture, College of Agriculture, New Brunswick, New Jersey.

Dr. Hennseler, Department of Plant Pathology, College of Agriculture, New Brunswick, New Jersey.

Mr. Paul B. Mott, State Department of Agriculture, Trenton, New Jersey.

Mr. C. C. Cornwall, Long Island Vegetable Research Farm, Riverhead, New York.

Mr. A. S. Kenerson, formerly with W. Atlee Burpee Company, Doylestown, Pennsylvania.

Mr. A. C. Thompson, Production Manager, King Farms, Morrisville, Pennsylvania.

Mr. A. G. Rex, Tomato Certification Inspector, State Department of Agriculture, Trenton, New Jersey.

Chilton Brothers, Bordentown, New Jersey, and Bristol, Pennsylvania.

Mr. A. J. Judge, of The Canning Trade, Baltimore, Maryland.

Those present from The D. Landreth Seed Company were:

Mr. Burnet Landreth, Jr., President.

Mr. S. Phillips Landreth, Secretary.

Mr. H. S. Mills, Vegetable Specialist.

The first demonstration of interest was the inbred and hybrid corn plots. These plots take up an acre of ground and 22 varieties of corn were represented. In the same field was planted commercial strains of the same varieties for comparison.

The work of inbreeding these lots of corn was started in 1925 on The Long Island Vegetable Research Farm, Riverhead, New York, by H. S. Mills, now employed as Vegetable Specialist, by The D. Landreth Seed Company. The Research Farm is a branch station of Cornell University. By special arrangement, Mr. Mills was permitted to take some of the inbred lines of corn with him when he entered the employ of Landreth in 1929.

In the eight years of inbreeding, some 100,000 self pollinations have been made. Some of the outstanding features of the inbred and hybrid corn demonstration were, first, the uniformity of the inbred, self-pollinated lines; second, the remarkable vigor, uniformity and yield of the inbred hybrids as compared with good commercial strains of corn seed; and third, the increase in height, vigor and yield of the inbred hybrids as compared with the inbred parents growing in rows adjacent to them. It was also noted that some of the Landreth hybrids and inbreds were apparently somewhat resistant to Stewart's Bacterial Wilt while corn from some other experiment stations and growers was badly affected by this serious disease. It would seem that corn breeders will have to pay particular attention to this problem.

DEVELOPING INBRED STRAINS

The placing of the tassel and ear bags on sweet corn preparatory to selfing. This staff of expert and loyal girls work many hours in the hottest part of the summer in order to make Landreth's sweet corn stocks as good as the best.

Besides the inbred hybrid demonstration, there is a 2 acre field of inbred lines of corn of important commercial strains. From this field will be selected the best material for hybrids next year.

Another block of corn of interest was the 51 strains or varieties of sweet and field corn planted in 3 row plots and in triplicate. From this one acre field will be selected the most promising long husked strains. It is thought that ears of corn with long husks beyond the tip of the ears will somewhat resist the damage done to the edible portion of the ears. Eventually long husked varieties will be produced.

Every year Landreth grows trials of the most important vegetables. This year, there was planted 1500 samples of small seeds such as tomatoes, peppers, carrots, beets, etc., and 1000 samples of peas, beans, and corn. Very good trials of tomatoes, peppers, beets, lima beans, corn, and melons were seen.

In order to maintain the high standard of Landreth's tomato seed, the stock seed for 1933 will be obtained from the best of 1800 plots grown in 1932, each plot representing seed from a single staked plant in 1931. These plots showed good vigor and yield, especially the Marglobe and Break O'Day which also showed fine external and internal color of fruits. The fine breeding of Landreth's Marglobe and Greater Baltimore tomatoes was seen in some Pennsylvania State Certified fields of these varieties.

In an isolated field of Long Island Beauty sweet corn, it was shown that this particular strain had been bred without any suckers. This corn has been produced in co-operation with The Long Island Vegetable Research Farm. Trial lots of this strain may be put out in 1933.

A very fine trial of lawn grass was seen. The plots are planted in the form of a wheel so they can be more easily compared. One of the outstanding plots was planted to Bermuda grass. This formed a thick, tough sod almost like a rug to walk on. It was also noted that the bent grass plots were unusually free of brown

H. S. MILLS Showing Golden Sunrise Sweet Corn, one of his developments.

patch. During the drought just passed, the American Colonial Pacific bent grass plots stood the dry weather better than the New Zealand or the Prince Edwards bents.

A great number of Castor bean plants were growing at various places on Bloomsdale Farm. Under some of these plants dead Japanese beetles were seen and some beetles were found feeding on the foliage.

The demonstrations on Bloomsdale Farm were well worth seeing.

In order that Landreth's customers may receive the best seed possible Mr. Burnet Landreth explained that the purpose of this fifty acre trial ground is to produce and check all seed for all factors characteristic of the variety. Seed sold by Landreth is tested in these trial grounds and correspondingly numbered so that all buyers of seed can see the actual result of the seed they buy. Canners and others are invited to come to Bloomsdale Farms, and select their seed from these growing plots, which orders will be filled from the same lot of seed.

Landreth also extends an invitation to all vegetable growers and experts to visit their farm at any time. A few days advance notice of such a visit would be appreciated.

COMING TO KNOW CANNED FOODS

WHEN the public is told by its health officials the truth about canned foods, as was done in San Francisco recently, a new day will dawn for all canned foods.

In this connection, Dr. J. C. Geiger, San Francisco city health office, recently said this about food poisoning:

"Food poisoning, as it is understood today, is the result, directly or indirectly, of the contamination of food with certain bacteria. Clinically it may be classified as an intoxication. It is probably as old a condition as any of the diseases affecting the human being and consequently has been known by a much varied terminology.

Two Types of Poisoning

The scientific worker generally recognizes two types of food poisoning. One type is due to the contamination of the food with the paratyphoid-enteritidis group or other bacterial organisms, either through the agency of a human or animal carrier or from the meat of an animal suffering from a specific infection with these germs.

Subsequent incubation of the contaminated food through improper and insufficient cooking, refrigeration or storage, allows the bacteria to secrete, in their growth, a poisonous product, or, perhaps in the process of heating, certain products become soluble and evidently poisonous.

The consumption of such food is followed within several hours by symptoms of nausea, abdominal pain, vomiting, prostration, diarrhea and perhaps fever. Complete recovery within forty-eight hours is the rule.

The other type of food poisoning is known as botulism.

Canned Food Safe

Quite a number of inquiries have come to this department relative to commercially canned foods. The canned food, as canned today, is one of the safest foods available. One point that disturbs most people is that they are afraid to allow food to remain in the can after opened. It is much safer to leave the food in the can if properly protected, since ordinarily this food is free of germs and quite often the housewife thinking she is doing the right thing, takes the food from the germ free can and transfers it to a not germ free plate. Furthermore, poisoning from tin is quite unknown in America.

The great safeguard against food poisoning is proper cooking, cleanliness of food and cleanliness of preparation, also proper care by refrigeration."

A lot of canners will do well to digest the truths told in the latter part of this quotation. Kill that damning phrase on your label "Empty contents as soon as opened." It merely serves to scare people without cause.

Better Profits

A department devoted to the consideration and discussion of sales questions of every kind, and to every phase affecting the sale and distribution of canned foods; therefore, of utmost importance to every canner, because on your sales depends your profits. Improvement in selling methods must result in better profits. Conducted by an Expert of long experience, but whose identity will be kept hidden.

QUESTIONS INVITED, AND YOUR OPINIONS WELCOMED.

IN the Boston Post, morning edition, Wednesday, August 24th, in the space devoted to communications from readers I clipped the following:

"Sir:

I am one of the many millions of people who are sick of hearing how cheap anything is when I go into a store, instead of how good it is. I am convinced that the day has come when each industry should be organized by that industry itself with the support only (not advice or money) from the government. Now, if each industry would organize itself into a body and brand the articles of that industry by labels, recognized by everyone, into grades, according to quality, freshness, etc., it would be a long step in the right direction."

A month or two ago when this column said the days or months of extreme price cutting had passed, some may have doubted it. When a reader of a daily newspaper is prompted to write the public at large concerning his individual reaction to the orgy of price reductions we have passed through, those who run may read the handwriting on the wall.

Probably the writer referred to does not know of the Mapes Bill and its regulations governing the canning of fruits and leading vegetables, but he does know he is unable to decide as to the worth of anything offered at retail today because there is no apparent bottom below which prices can not descend!

In his letter he speaks, too, of the druggist who, instead of trying to be the best druggist in his locality runs a poor example of a drug counter but is in the restaurant business, the hardware business; in fact he runs everything except a first class drug store.

In this year of our Lord, 1932, I have seen two's standard corn offered for sale at five cents per can in the windows of a large, local drug chain in the Middle West. I know the corn in question was nothing to go into raptures over, from a quality standpoint, and I am sure the comparatively few cases sold by this drug chain only helped to decrease its sale by independent retail grocers.

Any canner debating even an instant the advisability of selling his product to a chain drug store would decide against it if he were trying to build a business in a market. Continued profits are only made from continuing business, a flash here and a dash there moves goods, the proceeds from such sales may pay off bank loans but nothing permanent in distribution is ever accomplished by such out-of-the-way sales.

Canners warehouses of the country have for too long a period resembled nothing so much as the windows of a pawn brokers shop and its price tags, "$2.00" or whatever the resale price of the article displayed might be and in much smaller lettering the words "up" or "from" except, the canners have tagged their goods, 60 cents or $1·00 and added at the first opportunity "or less, what am I offered."

Now, I am not quarreling with the few small canners we must realize were forced to unload by banks. I will not include in my list of those who should read this article, and profit by it, those who will probably always offer goods for a little less than the market, because they are born that way. But I shall most certainly have in mind those to whom we look for leadership.

It is true our industry has a most excellent National Association; members and non-members can obtain from the office of this Association all the data in the world regarding how to can more and more canned foods according to the latest and most improved processes.

Who, I ask you, wants to know today how to can more goods?

If bacteria infest a wooden corn husking table or the germs of flat sours become prevalent throughout a plant, advice from the National Association will help remedy the situation.

If the canner to whom you have always looked for leadership in a crisis, suddenly becomes panicy and follows the cut price lead of the rank and file, who is going to help the little fellow whose confidence in the leadership of his industry has been shaken?

I tell you, gentlemen, the smallest or the largest of our Associations will never function most effectively until they take hold of helping their membership to solve and settle selling problems!

We can well forego any source of technical advice in canning and be without its benefit for years to come. What we need instead is some accredited source of sales help.

Some will say, "Well, the buyers have forced us into this situation if we attempt helping them with sales ideas we are laughed at, our buyers want price and price alone."

This is not true!

The public are sick as the writer quoted says, of hearing on every hand about how cheap a certain article is and not how good it is at the price governing.

The distributors of canned foods are acting promptly and logically in support of those food articles which have been and will be offered to them backed by a merchandising plan. Only a week ago I heard one of the leading wholesale grocers in Pennsylvania sell thousands of dollars worth of groceries to the members of his organization. Information regarding price changes was given out, more advances than declines were announced, each article offered was described from a quality standpoint, its prominent sales characteristics were outlined. Canned peas were sold, the line offered has probably been in this jobbers stock, year after year for I don't know how long. A number

of years I am certain. Yet the flavor, liquor and general excellence of these were all dwelt upon by the jobber.

Here apparently, is a canner and jobber who think along the same lines, whose interest are identical. They are both looking for continued, profitable business. They are organized along quality lines for the purpose of volume sale and assured, adequate return on their investments of time and money.

In at least two or three major lines in canned foods we seem to have a chance this fall to do constructive selling if we wish to. Certainly, canned peas and maybe, canned corn too, ought to be out of the ruck of price selling.

Here is a splendid chance for the real leaders of our industry to start laying constructive plans for the merchandising of the pack and carryover.

If attempted, I can warn those attempting to organize either commodity or both, that one of the first snags they will encounter will be a strong sentiment of many toward messing up any merchandising program with financing of the stocks to be sold.

Such combination sales and financing plans have been tried in the past, they don't mix!

As far as I know, product merchandising by a canning industry, just sales and advertising, nothing else, has ever been attempted.

Certainly, the National Association is the last place to which I would go for settlement of sales problems or advice in selling.

State canners associations have been too long wrapped up in a routine of field work reporting, fact finding and dissemination, etc., to ever function effectively in a sales advisory capacity.

You will find this sales help for which you are looking and for which there is such a drastic need today, as you set your own ideas in order regarding your quality, your policies in connection with sales, and in turn help your nearest neighboring canner to see things as you do and to work with you toward a product sales organization.

It may come through the National organization some day, some state association may be the first to successfully function, but it's surely coming.

Do your full share toward hastening this time, you'll increase your profits as you do.

PHILLIPS BEAUTIFUL FLOAT

THE Phillips Packing Company, Cambridge, Maryland, have had constructed a beautiful float exhibiting in magnificent style "Phillips Delicious" brand of canned foods. The float is equipped with loud speakers, through which their message is broadcast to the public. In addition to this, the float is also equipped with a moving picture machine, which shows the complete story of Phillips "Delicious" canned foods.

This past week residents of Baltimore watched the movies with interest, and listened intently to the story and accompanying music.

To Buyers of India Chutney—The Great Eastern Tobacco Company, 56-1 Canning Street, Calcutta, India, will be pleased to hear from buyers of Indian Chutney. Write them direct at the above address.

GENERAL SUMMARY OF CANNING CROP PROSPECTS ON AUGUST 15

By The Bureau of Agricultural Economics
Division of Crop and Livestock Estimates
United States Department of Agriculture
Washington, D. C.

THE following forecasts of production of canning crops are based upon reports from canners on August 15 giving condition and probable yields per acre on or about that date. The forecasts are, therefore, the indicated production for each crop according to its possibilities on August 15. Should general growing conditions after that date be unusually favorable or unfavorable, the production possibilities of the crop will change accordingly.

Snap Beans — The forecast of production of snap beans for canning or manufacturing purposes is 45,160 tons, or about the same as that of August 1. The indicated production is 35 per cent less than the 69,700 tons produced in 1931 and is 34 per cent below the average production of 68,100 tons for the five-year period preceding 1931. Since August 1 there has been some deterioration of the crop in Wisconsin and Michigan on account of continued dry weather. This loss has been offset, however, by slightly better crop prospects in New York and some of the Far Western States.

Sweet Corn—There has been no material change since August 1 in prospects of total production of sweet corn for canning. The indicated production is now 349,000 tons, or 55 per cent less than the estimated production in 1931 of 774,700 tons, and is 45 per cent below the average production (637,800 tons) for the five-year period preceding 1931. The average yield per acre is slightly below that of 1931, but is about one-tenth of a ton above the five-year average.

Crop conditions are spotted with the continued dry weather in Maryland, Delaware, Pennsylvania, Ohio, Michigan and Wisconsin causing further damage since August 1. More favorable conditions have prevailed in Illinois and Indiana, where timely rains have caused an improvement in crop prospects during the first half of August. In other areas, prospective yields differ little from the indications on August 1.

Tomatoes—Prospective production is only slightly less than on August 1, with a production of 1,227,400 tons now indicated. The indicated production is 25 per cent larger than the 1931 crop of 981,500 tons, but is 5 per cent below the five-year average production of 1,287,500 tons for the five years preceding 1931. Production in 1930 was estimated at 1,745,600 tons; in 1929, at 1,512,700 tons. The indicated average yield per acre is about 4½ tons, which is materially higher than the unusually low yield of 3⅓ tons in 1931 and a little larger than the average of 4¼ tons for the five-year period 1926-1930.

Growing conditions have been relatively favorable except in Iowa, the Ozarks region, Tennessee and Virginia. In Iowa the crop has been damaged by too much rain; in the Ozarks, Tennessee and Virginia, heat and drought appear to have caused considerable damage.

Condition of Certain Canning Vegetables is given, by States, in a separate report. The average condition of each crop for all States included is shown for different periods in the following:

	August 15, 1932	August 15, 1932	5-yr. aver. August 15, 1926-1930
Lima Beans (green)...	72.9%	69.1%	.....%
Snap Beans.....	69.4	57.8	*69.9
Beets	80.4	67.0	.....
Cabbage (for kraut)...	85.4	70.2	78.9
Sweet Corn.....	79.1	78.0	70.4
Tomatoes	81.6	74.7	72.0

* 3-year average.

DECISIONS REACHED ON PURE FOOD QUESTIONS

THE bureau of foods and chemistry, Pennsylvania Department of Agriculture, has announced certain decisions on pure food questions as a result of recommendations made at a recent meeting of consulting chemists.

The use of artificial coloring in cottage or cheddar cheese, even if labelled, has been declared unlawful.

Rabbit meat can not be used in the form of sausage if mixed with beef or pork, but when used alone, it can be made into sausage and sold under the label "rabbit meat sausage."

Similarly, frankfurters composed of a mixture of meat and fish can not be sold under the Sausage Law. However, if made entirely from fish, it can be sold, if properly labelled.

The pure foods officials are now working on satisfactory standards for apple butter so that the use of apple culls, pomice, cores and apple skins can be prevented.

"Real Pennsylvania apple butter should be made entirely from fresh or evaporated apples," they explain.

The monthly report of pure foods work indicates that co-operative arrangements have been made with the National Pecan Distribution Association to prevent the shipment of unfilled and diseased pecan nuts into Pennsylvania this fall.

NEWARK'S NEW WIRE CLOTH HANDBOOK

IT is encouraging to be able to announce the release by the Newark Wire Cloth Company (Newark, N. J.), of its new general catalog No. 32. This well known company thus demonstrates its confidence in the country's future, at a time when confidence seems to be woefully lacking.

Newark's new catalog has many novel and distinctive features. Actually, it is more of a "handbook" on wire cloth and wire cloth products than a mere catalog, departing radically from regulation wire cloth catalog style. Every effort has undoubtedly been made to produce a publication that will be truly useful and educational. It is not a gaudy, expensive, space consumer, but can be conveniently carried around in one's pocket. It is handy and complete, containing more than 100 pages of concise information of value for both inexperienced and experienced users of wire cloth. An outstanding novel feature of the book which is contained in no other publication is a "Glossary of Wire Cloth TERMS." Thus if it is desired to know the exact meaning of "mesh," gauge," count," etc., the glossary makes everything clear. The book is also up-to-date in every other respect. For instance, it is the only catalog in the world listing 400-mesh cloth—160,000 square openings per square inch. Stainless steel wire cloth, first announced by the Newark Wire Cloth Company, is included. Also "Nichrome," monel metal, nickel, and all other malleable metals such as aluminum, brass, copper, bronze, phosphor bronze, plain steel, galvanized steel, manganese steel, silver, gold, platinum, etc. Full information on metallic filter cloth and gasketed metallic filter cloth is made available.

A section is devoted to "sealedged," a cloth for radio grid screens having a patented unravelling edge. Complete and valuable technical information is also given concerning Newark U. S. Standard "Cornerless" Testing Sieves, as well as "END-Shak," the new testing sieve shaker. Fabrication of wire cloth parts is another interesting development. And so on. We cannot, of course, tell all about it here. Upon request a free copy will be sent to any responsible person who is interested.

WEST COAST NOTES

Court Denies Hearing — The California Supreme Court has denied a hearing to Fred B. Neuhoff of Los Angeles in his appeal from an Appellate Court decision holding that he owes $35,000 to trustees in bankruptcy of the California Co-operative Producers' Association on the purchase of a canning plant at Lodi.

Gift to Unemployed—A Hainey, a farmer of Yettum, Calif., has donated the crop from forty acres of tomatoes to the Visalia Welfare Cannery. The tomatoes are being picked and canned by crews of the unemployed.

Appointed Agents — The Johnson-Locke Mercantile Company of San Francisco has been appointed selling agent in North California for Willapoint Oysters, Inc., of Seattle, Wash., packers of "Pride of the Pacific" oysters.

Pineapple Lands Returned by Court Order—Circuit Judge Albert M. Cristy has signed a decision at Honolulu, T. H., restoring title to approximately 5,000 acres of sugar and pineapple lands now tenanted by the Waialua Agricultural Company to Elizabeth R. P. Christian, and awarding her about $630,000 in cash rentals and canceling all documents signed by her relating to disposing of the property. The litigation dates back about four years when Mrs. Christian, by guardian, filed a suit asking cancellation of the deed purporting to convey her third interest in the Holt lands. All pineapple lands in the Waialua district were leased to the Hawaiian Pineapple Company in 1923 for a paid-up rental of $2,109,179, the lease including the Holt lands.

R. I. Bentley Estate Settled—The estate of the late Robert I. Bentley, chairman of the board of the California Packing Corporation and noted civic leader, has been appraised at $285,000, according to a report filed with the County Clerk at San Francisco. The entire estate goes to the widow, except for a trust fund for the mother and a $10,000 bequest to a sister.

Lease Cannery Buildings—The Lawrence Warehouse Company has taken a lease on the cannery buildings of the Barron-Gray Packing Company at Margaret and Fourth streets, San Jose, Calif.

A Rare Bargain

"How To Buy and Sell Canned Foods"

By the late John A. Lee

At

$1.00 per copy

cash with the order

This is exactly the same book which sold at $3.00. It is by a man who knew canned foods as expert buyer, broker and correspondent for The Canning Trade.

It furnishes a liberal education in how to buy canned foods of all kinds; what to look for, and what is expertly considered the variations in grades.

Institution buyers, wholesalers and brokers find this book most helpful. It makes a fine present.

Mr. Lee persuaded us to publish a larger edition than we thought could be sold—and now you are getting the advantage of it.

Cash must accompany the order.—
—to save the expense of billing, mailing etc. etc.

THE CANNING TRADE
Baltimore, Md.

Wanted and For Sale

This is a page that must be read each week to be appreciated. You are unlikely to be interested every week in what is offered here, but it is possible you will be a dozen times in the year. If you fail to see and accept your opportunity your time is lost, together with money. Rates upon application.

Wanted—Accounts

ACCOUNT WANTED—We need a direct account on tomatoes with a Maryland canner. Serving the trade for 15 years in Western Pennsylvania.

O. S. Cobourn, 1014 Fulton Bldg., Pittsburgh, Pa.

WANTED—Responsible packer of Canned Shrimp and Oysters wants active brokers in principal cities of United States, Canada and Europe.

Address P. O. Box 1624, New Orleans, La.

For Sale—Miscellaneous

FOR SALE—Sweet Red Pepper Hulls, fancy heavily brined stock. Quotations upon request.

Address Box A-1875 care of The Canning Trade.

Ship to **BALTIMORE**

for STORAGE and DISTRIBUTION

IN CARE OF

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OF BALTIMORE CITY.

(Established 1894. Capital Stock $600,000)

Two large warehouses in the center of the city and one on the harbor. All have Pennsylvania Railroad Sidings and storage in transit rates.

Baltimore has a differential freight rate to the West.

Loans are made by us on canned foods and other staple merchandise when stored in these warehouses.

Situations Wanted

POSITION WANTED—As Superintendent-Manager; 15 years experience. Peas a specialty; berries, fruits, preserves, soups, vegetables, Kraut, Tomato products, Pork and Beans. Salary secondary consideration.

Address Box B-1864 care of The Canning Trade.

POSITION WANTED—By German young man, high class expert in making Jams, Preserves, Jellies, Marmalades and Syrups. 12 years experience.

Address Box B-1865 care of The Canning Trade.

POSITION WANTED—By man with 15 years experience in the pickle business. Have worked over a big portion of the United States, but prefer the Pacific Coast States. Am capable of taking charge and managing the manufacturing part, or will work under the Manager.

Address Box B-1877 care of The Canning Trade.

POSITION WANTED—By Machinst and Maintenance man. 20 years experience with can making and canning machinery, steam fitting, acetylene welding, electrical work and auto repairing. References.

R. M. Scott, 19 Edmondson Ridge Road, Catonsville, Md.

Complete line of CANNING MACHINERY
for any canning plant---
Fruits, Vegetables, or Milk.
Write for general catalog No. 31.
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THE ANSWER

to pretty nearly any question concerning canned foods can be found in your

1932 ALMANAC

including the Federal (Score Card) Grading System. Eliminate guesswork; use this system and *KNOW* your grade.

Use Your Almanac

Complete Machinery and Supplies for every canning operation.

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A. K. Robins & Co., Inc.
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It MEANS

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COMPLETE SERVICE—Machines and Equipment for ALL Canned Foods.

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Exclusive Sales Agents for P. H. LANGSENKAMP COMPANY

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Grading of Peas and Tomatoes under the McNary-Mapes Amendment.

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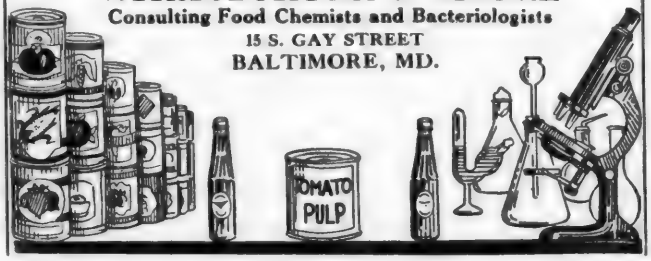

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SPEAS-NUTRL-JEL

NEUTRAL IN COLOR AND FLAVOR

Write or Wire for Samples and Prices

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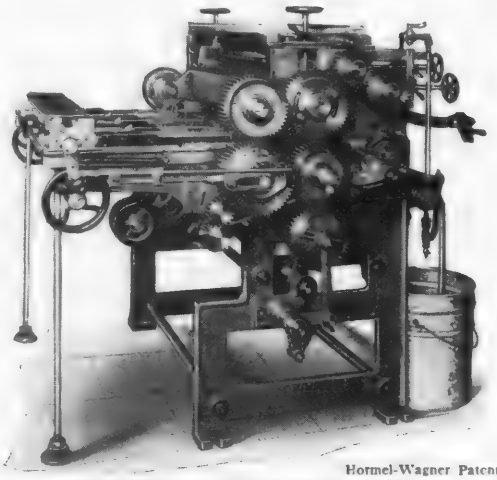

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La Porte Flexible Steel Sanitary Conveyor

(formerly Hercules)

Section of One Inch Mesh Belt (Full Size)

The one-hundred percent sanitary belt used on sorting tables, scalders, washers, exhausters, elevators, etc. The belt all canners endorse because it is strong, durable and labor-saving, and can be bought at a cost so small compared to other belts.

Made of best galvanized ribbon steel, in one inch and half inch mesh. Widths ranging from a few inches to ten feet.

Note the strong edge which is an important factor. Do not buy a belt with a weak edge.

Your dealer has it.

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THE CANNING TRADE
The Journal of the Canning and Allied Industries
ESTABLISHED 1878

THE MARKETS

BALTIMORE, SEPTEMBER 5, 1932

WEEKLY REVIEW

Fair Volume Passing—Prices Holding—Short Packs Showing — Every Reason for Strength in Market — Banks Must Be Made to Help.

THE MARKET—It is rather unusual to find the canned foods market, here in the midst of the active canning season, showing quite active as compared with the past months, a firmness in prices that is almost if not a record—for the time of year—and sales showing a volume that is spoken of as fair. You can't complain about a market in that condition. True there is nothing to brag about in the prices, but they are holding steady, and that gives every promise that they will be considerably higher after the active canning season closes, and cold weather sharpens appetites.

There is just this danger: there have been so few futures sold that it is going to be hard to hold the market, unless all hands keep the danger in mind, and guard against it. Owing to the financial situation it is believed that the canners who have goods to sell are in better condition than ever before, that is they are better financially fixed to hold against raids made by buyers when they know that the canners need money. So that may help, but every canner ought to understand that the goods he has are worth more money than is now offered, that there will not be enough goods to meet the demand, even in its reduced state, that people are eating canned foods because they have learned their economy, and if you know that why cut prices? If your bank will not see you through in face of this situation report their refusal to the Government for that is exactly what they want to know about. Much of the trouble that we are suffering from came from short-sighted, panicky bankers who tried to throw everything overboard to get cash, and the Government has finally come to realize that unless they stop that sort of action, and get some real support from the banks for legitimate business they can make no headway with their efforts to help the financial situation. There is no better collateral offered the banks than canned foods: they are a staple food, at popular prices and the collateral does not deteriorate nor go out of style, and the value is not influenced by any Wall Street manipulation. Make your banker understand this, and if he persists in trying to make you sacrifice your holdings, and thereby harm the whole market, report the facts to your nearest Federal Reserve Bank headquarters, and you may get action. As the canned foods market now stands there is no good reason for lower prices, but on the contrary, if the sellers of canned foods, from first hands, had an open, uncontrolled selling field, prices would be very much higher despite general business conditions. So the canners are sitting pretty if they can only make their bankers understand it. The can companies are taking care of a restricted credit that will keep off any surplus in anything. The job, then, is for the canners to stand firmly against any reduction in present prices and to gradually advance them, bearing in mind that high prices, as we used to know them, are "out."

THE MARKET—When you look over records of sales of old and new packed canned tomatoes you find nothing under 57½c, and comparatively few at that, most sales being 60c, others at 62½c, and the surprising thing is that there have been fair sales of futures, this late in the year, at 65c and even up to 75c. And no wonder. It has been as hot as tarnation here for almost a month; the tomato plants are burning up, and you will note in our Crop Reports that canners say they never before saw crops wilt and die so rapidly. The market became obsessed with the idea that there would be a tremendous pack of tomatoes, because there was a big crop out; but they forgot that all tomato canneries were not operating, and that those able to open at all had to do so on a very limited scale. They hadn't the money themselves, the banks would not advance it, and the can companies refused to extend the usual credit they had under better conditions. You could not tell a buyer that; he was too smart, but now some of the long-headed ones see it and they are buying futures, and paying a price. The tip for the tomato canner is: if you can't sell futures hold your spots. They are not going to overdo the tomato pack this

year. Set 65c as your minimum spot price, stick to it and you will get it or better.

The corn pack has been so shot to pieces in this section that there are very few sales, no one being anxious to sell. Standard cream style has sold at 60c, with extra standard at 62½c, and fancy shoepeg at 85c. The crop has not come through worth a cent, and there was no carry over here worth speaking about. In the great corn canning regions of the central west they have gone almost altogether to the golden corns this season, but even then have reduced acreages to less than half, and now are getting but half yields due to the burning weather. So corn is coming out of its slough, and the present holders know its value. Again if the canners could but enter a free buying market, instead of this great Buying Trust market, prices would be on the up and up.

The pea market is handling itself very nicely. The buyer kicks about advancing prices under present conditions, and then pays 2½c per dozen above the price he first kicked about. And they are worth every cent the canners are asking. Prices are firm.

String beans, lima beans, carrots, and other items of this sort are working into strong position. Spinach hardly recognizes its fellows in the canned foods line. And, per contra, nobody wants to recognize baked beans for they have fallen to sad levels. They are selling three 8 ounce cans of quite fair quality for 10c in the chains.

There is a merry war on in the fruit lines, with all sorts of rumors about California prices, and until the smoke clears away it is best to let it alone. The canner who tries to hog it this season will find he has the market to himself on the below-cost prices, and then the better canners will come in with their goods at fair prices.

And there is a right merry war on in the fish canning game. The shrimp packers resisted the demands of the shrimp fishermen for higher prices—all but one canner, and he says he thinks they are entitled to the raise, and has raised his prices on the canned products and advises all others to do the same.

In the salmon game there is somewhat of the same action, prices of all kinds being heard, and no certainty at present.

Meantime it seems that exports of canned foods are picking up. Certainly the imports of canned tomatoes are increasing, the first 7 months of this year showing nearly 60,000,000 pounds, against but 47,000,000 for the same time last year. But the value this year is only a little more than it was for the smaller quantity last year.

NEW YORK MARKET

By "NEW YORK STATER."
Special Correspondent of "The Canning Trade."

Improvement Shown—Pea Prices Hold Firm—Peach Situation Remains the Same—Tomatoes Show Signs of Stability—Shopping For Salmon—General Markup Expected Shortly.

New York, September 1, 1932.

IMPROVED—Sentiment throughout the New York market took on unmistakable signs of improvement during the past week. This was due in some part to the general uplift in business circles which is being noted in all parts of the country and in many diversified lines, but is also accounted for by the fact that the greater part of the canned foods price list has been at the bottom for so long, that any continued evidence of buying activity will mean an upward revision.

The rehabilitation of general industry throughout New England will have a direct reaction in this market. Retail outlets throughout the New England territory are believed to be operating with very low stocks, and should be in a position very shortly to begin ordering in a real fashion.

Peas—There has been no indication as yet of any signs of weakness in the price structure on peas, despite the efforts of several buyers to locate distress lots. Packers are holding firmly to posted prices, and few sales, if any, are being made below the market. There has not been as much action this week in fancy peas as heretofore, but no price weakness has been brought about thereby. The short pack has put holders in a very firm position and they appear determined to take full advantage of all opportunities.

Peaches—No definite signs of improvement in the peach situation has as yet become apparent. Bargain offerings of California packs are still being freely offered, and this is offsetting all efforts to place the new pack on a firmer basis. Overproduction has continued in this branch of the fruit growing industry, and curtailment of either growing or canning must be achieved to bring about a more normal price basis, distributors here declare. The new pack of California cling peaches may be established within a range of 90c to $1 when the still-abundant old pack surplus is consumed.

Tomatoes—After an extended period of weakness, tomatoes seem to have resumed a more stable position in the price lists, and talk is even heard here of an upward revision shortly. It is admitted in various quarters that tomato prices are too low, as compared with other major vegetables, and that they will be among the first to show the effect of improved business among retail distributors. Standard tomatoes are reported at 35c to 37½c for No. 1s, 55c to 57½c for 2s, 85c to 90c for 3s, and $2.50 to $2.60 for 10s, all f. o. b. Peninsula factory.

Salmon—The erratic price movement in salmon prices has scared off large buyers, and orders now being placed are for small lot shipments, in most cases. The apparent ease with which sellers lower and raise quotations from one day to another, especially in the Alaska product, has developed a peculiar market situation here, as it enables buyers to go "shopping" with a legitimate excuse.

Shrimp—While the salmon market has been undergoing considerable stress, greater strength becomes apparent daily in shrimps, due to the labor difficulties. Regardless of the outcome of the strike in the South, it is apparent that prices of the new pack must reflect the cut in production which is resulting from the present difficulties.

Beans—Indications of short packs of New York and Baltimore stringless beans and fancy refugees have caused a firming up of prices here. A general markup of the price lists is being freely discussed, especially among New York State packers.

Pineapple—It is expected that next week, that is, after Labor Day, new prices will be announced on Hawaiian pineapple and California fruits. The belief here at this writing is that there will be no outstanding changes in present quotations.

CHICAGO MARKET

By "OBSERVER,"
Special Correspondent of "The Canning Trade."

Market Generally on Upward Move — Tomato Crop Prospects Slow Up Market—Fine Quality Corn Offered —A Shortage of Grape Fruit—Canned Foods Playing Important Part in Feeding the Hungry.

Chicago, August 31, 1932.

SOME ACTION—This last week in August is showing some excellent action in canned foods lines; everybody expresses the hope that it will continue thus on the distinct up-grade. At least a few deals of old time proportions are rumored and probably some of our smartest distributors are making things solid for a good year's showing with some of the bargains still available to a judicious buyer.

In talks with canners from various sections recently one gets the general feeling that the general average of packer this year is much more conservative and intelligent than a few years ago; the bankers and supply people have very wisely "corked up" most of the operators who should not have been in the business. We may look for a much more orderly procedure in the distribution of this year's products.

Tomatoes—Reports circulated among our buyers showing probability of a little larger tonnage of fruit than last year have thrown the brakes onto some buyers; larger operators see the necessity of covering themselves at least in part however, and it is such concerns that are providing most of the good business now current. There is another big crowd of eleventh hour buyers who will come in all at once when we get a few cool nights; and no doubt will bid the market up on themselves.

Marylands No. 2 standards now offered at 55c, Ozarks 55c, Tennessees 55c, Indianas 62½c.

There is also considerable trading in No. 10 among the class of buyers who use them in a big way.

Corn—The last of the 52½c corn has apparently been sold; indeed it is most difficult to find any standard No. 2 corn of really good quality under 60c midwestern factories. The new pack samples now being shown look nice; but 1931 pack reshaken and in S. E. L. cans is good and is accepted freely everywhere. Fancy grades of corn now being produced are also exceptionally fine.

Shrimp—A few new pack samples being shown but for the most part a strike at most southern factories is delaying production. Those prices which are now current are not seriously taken by buyers as they feel when the packers all get into operation there will be more selling pressure. There is ample carryover here in storage to last for several weeks.

Grape Fruit—An acute shortage prevails; considerable reselling between jobbers at advancing prices, but with distributors all doubly fearful of trying to put on price advantages to the consumer the clean-up is in most cases direct to the retailer. One good chain has advertised No. 2 fancy at $1.26 per dozen direct to the consumer; this is cheaper than jobbers stocks which are changing hands in a limited way. $1.35 to $1.40 Chicago seems to be more nearly the established wholesale price.

Canned Foods For Charity—The big civic movement designed to keep hungry people fed; requiring many millions of dollars and a serious political problem for the state, is using more and more canned foods. We understand they were the big factor in licking up all the 1931 pack canned carrots (of course at a cheap price); similarly using frequent trainloads of canned milk, No. 2½ tomatoes and other attractive cheap wholesome foods. At prices now possible it is cheaper to give out canned foods than to try to give out fresh goods in uncertain supply, varying quality and unknown shrinkage and wastage in carelessly managed homes. Canned foods are registering about 100 per cent efficiency in solving these difficulties. Chalk up another merit mark for the industry.

GULF STATES MARKET

By "BAYOU,"
Special Correspondent of "The Canning Trade."

Shrimp Fishermen's Strike; Many Factories Haven't Opened Up—Weather Too Hot for Demand on Oysters; Hurricanes Damaging Oysters.

Mobile, Ala., September 1, 1932.

SHRIMP—The shrimp fishermen's strike in Alabama was comparatively of short duration, as it has just been announced by Mr. Julian McPhillips, president of the Dorgan-McPhillips Packing Corporation of Mobile that after several conferences with the striking fishermen, the Dorgan-McPhillips Packing Corporation has entered into a tentative agreement with the striking fishermen to pay them $5.50 per barrel of 210 pounds, until September 3 for medium size shrimp that will run not more than 35 to the pound and will continue paying that price beyond that date if the Mississippi and Louisiana canners agree to the same price. However, if the Mississippi and Louisiana factories are not paying $5.50 per barrel by September 3, then the Dorgan-McPhillips Corporation will reduce its price to that paid by Louisiana.

The following boatmen signed the agreement for the fishermen: George Sprinkle, J. E. Dobbs, C. J. Cain and Allen Everett, Jr.

This boost in price will end the strike of the shrimp fishermen in Alabama, where the Dorgan-McPhillips plant was the only cannery that started to operate at the opening of the season on August 15th.

The other sea food factories in Bayou La Batre did not start up and there is no indication at this time as to when they will start up, therefore production of canned shrimp in Alabama will be reduced to one-fifth, unless the other four canneries in Bayou La Batre start up.

Some thirty-five shrimp boats have left the docks for the fishing grounds and the Dorgan-McPhillips Packing Corporation will commence to can shrimp as soon as they receive their first supply of raw material.

Mr. Julian McPhillips has this to say of the settlement of the strike:

"It is believed that this will end a situation that has caused much misunderstanding and economic distress

in the community of Bayou La Batre, and we are glad to be the first of the shrimp canners to offer this increased price.

"Only by having this advanced scale of prices adopted throughout Mississippi and Louisiana can we hope to maintain it here in Alabama.

"With the reopening of our Bayou La Batre plant and the operation of our Louisiana plant, we will be producing at 75 per cent of our capacity. We are hopeful of increasing this to 100 per cent capacity in the near future, in which event we will open our Biloxi plant.

"We are confident that increased employment, better scale of wages, and better prices for raw material and agricultural products are certain to result in a larger demand and a better price for all canned foods."

The Louisiana factories have been paying $4.50 per barrel for shrimp delivered at the docks and it is understood that they have agreed to pay the new price of $5.50 per barrel after September 3rd, which is the reason that the Louisiana shrimpers have not struck.

The striking fishermen have been working on a theory that by raising the price of raw material, both the raw dealers and the canning factories would be forced to advance the price of green, headless shrimp and the canned shrimp, thus establishing a living price for the fishermen, canners and dealers alike, which is not the case with the low prices existing heretofore.

Let us hope that by a general co-operation of every one in the producing end of the industry, that a living price of canned shrimp will be established and maintained, which is absolutely necessary if the canneries are to be kept functioning.

The sheriff's department has been investigating the sinking of two shrimp boats at Bayou La Batre, Ala., early Monday morning.

It seems that these two boats were planning to go fishing for the cannery on Monday, before the agreement was reached. The sinking was done by boring on the side of the boats just below the water line and as the boats sank in shallow water, not much damage was suffered by the boats.

Oysters—The weatherman is still dishing us out 90 degree temperature and if any one wants to eat fresh oysters in this kind of hot weather, it is just because they naturally love the bivalves and nothing else matters.

The raw oyster season is scheduled to open on September 1st, although some of the retail fish markets have been selling oysters all through the summer. In fact, oysters were fatter and more plump a month ago than they are now, since the hurricane season has started up, which has brought an oversupply of salt water in the bay and made the oysters poor.

There is no immediate relief from this weather situation, because storm warnings are up in this locality today. However, our local meterologist says that Mobile is in no danger at this time, as the storm is headed in the direction of eastern Florida and it is of slight intensity. Recently a storm hit the Texas Coast with considerable loss of life and damage to property and now the Florida coast is threatened with one, which as per report of the weatherman, it is of slight intensity and it is not expected to do any great damage.

Let us hope that this one will be the last of the hurricane disturbances and that the weather will be restored back to normal for the opening of the oyster season.

CALIFORNIA MARKET

By "BERKELEY,"
Special Correspondent of "The Canning Trade."

Market Unsatisfactory—Canners Stocks Advance on Stock Market—Pear Prices Revised—Low Priced Fruit —Cutting Peach Prices—Good Movement of Spinach at Improving Prices—Asparagus Firm—Salmon Arriving in Great Cargoes.

San Francisco, September 1, 1932.

UNSATISFACTORY—Market conditions continue rather unsatisfactory, with the demand limited and prices on many lines a little easier. In face of this, the stock of canning concerns has soared in transactions on the stock exchange. Stock of the California Packing Corporation has more than doubled in recent weeks and that of other concerns has made heavy advances. If there isn't a nigger in the woodpile, there must be evidence of a real trade revival at hand, an improvement not clearly reflected by current sales.

Pears—Quite a revision of prices on pears has been made by canners during the past ten days and this fruit is now more in line with other fruits, which have recently settled to lower levels. Minimum prices are largely as they were, with the advertised brands taking the latest bumping. Packing is now well under way, but many concerns are holding down their output and are handling only the very best of the fruit. From the Pacific Northwest comes word that a fair-sized pack will be made in the Willamette Valley, where fruit is being bought at a very low price. Growers are receiving $10 for No. 1 fruit, with No. 2 fruit selling as low as $6 a ton. Growers in the Rogue River Valley, where some very fine fruit is produced, have been holding for higher prices and some are being paid $12.50 a ton for choice canning stock. This means that canners will be in a position to name very low prices.

Peaches—While the larger interests are maintaining prices on canned peaches at about the same levels as of late, small distress lots continue to be offered at reductions, with some sales of No. 2½ Standards reported at 90 cents. List prices for this grade range from 95 cents to $1.05. The same cutting is to be noted in the Choice grade, with plenty of fruit to be had at $1.10. In general, the market on peaches is a little more promising. Hot weather in the Valleys has hurried the ripening of peaches and may cut the packing season short. The outlook is for a pack of about 6,500,000 cases.

Spinach—Spinach is proving a bright spot in the list and is not only moving in quantities that insure practically a complete cleanup of both holdover and new pack, but prices are being well maintained. In fact, prices are running counter to the market and advances have been made in several sizes of late, especially in No. 2½s. The larger concerns have not changed their lists, but some of the smaller packers have stepped up their quotations and find it easy to get 5 cents a dozen more.

Asparagus—Asparagus is also held rather firmly and sales are characterized by their steadiness, there being but little variation week by week. Exports for the first six months of the year are but about eight thousand cases less than for the corresponding period of last year, as compared with heavy declines in the exports of all fruits, with the exception of apricots, which made a gain. The tentative opening lists brought out several months ago continue to prevail and a formal opening list will probably not make its appearance until the general list on fruits is ready.

Tomatoes—Opening prices on California pack tomatoes have been named by the California Packing Corporation, as follows: Featured brand, solid pack, No. 1, 82½ cents; No. 2, 97½ cents; No. 2½, $1.30, and No. 10, $4.00. Standard with Puree, No. 1, 60 cents; No. 2, 70 cents; No. 2½, 85 cents, and No. 10, $2.70. Fancy Puree, No. 10, $3.00. Shipments will be made when new pack is available until February 10, 1933. Prices are guaranteed against the company's own decline on unshipped unsold floor stocks to March 1, 1933.

Salmon—Some very heavy cargoes of canned salmon have come down from Alaska and terminal warehouses are busy stowing away the pack. Despite the heavy pack of red fish, prices are being well maintained, now that the rate war between a couple of interests is over. The principal packers are holding Alaska Reds at $1.45 and it is only occasionally that sales are now made at a lower figure. And then the reason is often quality, or rather the lack of it. With the bulk of the pack running to exceptionally fine quality, anything that is not high grade is offered at a reduction.

The British Columbia salmon pack, which for a time was running behind that of 1931 to a corresponding date, has taken quite a spurt and is now ahead of last year's record, a late report showing 422,493 cases packed, against 382,604 cases a year ago. The biggest gain has been in springs, cohoes and chums. Sockeyes lead all others but the pack of these is still below that of last year.

Salmon packers of Astoria, Ore., have made another cut in price to fishermen, the third since the opening of the season. The season started off with six cents a pound being paid for fish, but the latest quotation is one cent. Canners are planning to suspend operations a week before the formal closing of the season.

The formal opening of the new offices of the State Bureau of Commerce in the State Building at San Francisco was held recently, with Simon J. Lubin, chief of the bureau, acting as host to representatives of the various consulates, steamship companies, brokers and others interested in the promotion of foreign trade. The offices will be a meeting place for buyers and sellers of California products and the bureau will work to increase the market for these products. Stanley Powell, sales manager of the export division of the California Packing Corporation, was a speaker at the opening affair and praised the work of the bureau.

Halferty Fish Skinner—G. P. Halferty, well known fish packer of the Pacific Northwest, in co-operation with W. F. Schlothan, of Ketchikan, Alaska, has perfected a machine for removing the skin from salmon, greatly improving the appearance of the canned product. The device is in use in several Pacific Coast salmon packing plants and will probably be made available to fish packers in general.

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These machines are built in a wide variety of sizes to meet varying requirements as regards gauge of stock and size of sheet.

They combine the operations of trimming and slitting sheets into strips corresponding to the periphery length and cutting these strips into body heights; thus turning out finished can body blanks cut to exact size, true and accurate, at a high rate of speed. They are economical in operation requiring but one operator to feed the sheets.

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What Canned Foods Distributors are Doing

Piggly Wriggly Files Suit Against National Tea Company—Grand Union Company's Competitive Strength—"Prosperity" Reports From New England—Standard Foods Store Feature National Brands—Urge Independent Retailers Use "Cash and Carry" Principle.

PIGGLY-WIGGLY CORP. FILES MILLION DOLLAR SUIT AGAINST NATIONAL TEA COMPANY, CHICAGO—The Piggly-Wiggly Corp., which is the 99 per cent owned subsidiary of the Kroger Grocery and Baking Co., has filed suit for damages aggregating $1,350,000 against the National Tea Co., Chicago, two subsidiary companies, and George Rasmussen, president of the defendant companies. Piggly-Wiggly alleges breach of contract, infringement of patents, and destruction of business good will. The suit, which has aroused keen interest in distributors' circles throughout the country, was filed in the U. S. District Court at Chicago.

Piggly-Wiggly, in its bill of complaint, asks for treble damages on the ground that the corporation's rights have suffered from "deliberate, willful and persistent infringement," and asks that the defendants be restrained from all future use of the "patented store inventions, agencies, and business methods of the Piggly-Wiggly system." It is claimed that the National Tea Company and its subsidiaries continued to operate stores in which use was made of Piggly-Wiggly patented store inventions and equipment in Chicago and surrounding territory, despite the termination of their contracts with Piggly-Wiggly in April of this year.

The business and good-will of Piggly-Wiggly Corporation, especially in the territory mentioned, have been greatly depreciated and damaged, the plaintiff avers, for all of which losses and damages, the amount of which the plaintiff was unable to establish definitely but which it claims is in excess of $1,000,000, recovery is sought. Damages of more than $135,000 are also asked as compensation for license fees which would have been payable except for the alleged default of the National Tea Co., and subsidiaries in not opening and maintaining the minimum number of stores required to be operated under agreements with the Piggly-Wiggly Corporation.

The system under which the defendant companies operated in their contract with Piggly-Wiggly is explained in the suit. The bill of complaint alleges that while the franchise agreements were still in force, that is, prior to April of this year, it was the practice of National Tea to establish and operate retail stores under its own name or that of a subsidiary company near and in competition with the Piggly-Wiggly stores, and to close the said Piggly-Wiggly stores as soon as the foundation laid by the National Tea outlet for transferring the customers of Piggly-Wiggly to its new stores.

The franchise of Piggly-Wiggly in the Chicago district is now held by the Great Lakes Piggly-Wiggly Co., which is operating five stores now and plans to open 250 additional units throughout its territory.

No official comment has yet been forthcoming from the defendants in this case, with the exception of a brief statement by F. H. Massmann, vice-president of National Tea, who withheld comment at length until he had made a thorough study of the bill of complaint, but who stated that "when we terminated the arrangement with Piggly-Wiggly we immediately proceeded with all the diligence and careful instruction to eliminate anything and everything that would indicate Piggly-Wiggly operations, and we have followed the matter up since to make sure every employee understood the instruction."

Grand Union Company's Competitive Strength Features Its Operations—A financial authority in New York, answering in his publication a query from an investor regarding the Grand Union Company, says, in part: "Operating more than 700 food stores, supplemented by wagon routes and a green-coffee jobbing business, the Grand Union Company appears a well-managed concern in an essential, though increasingly competitive branch of retail distribution. The company continues to display the same competitive vitality that has characterized it virtually since its organization in 1928 as successor to the old Jones Bros. tea business. Earnings during the six months ended June 30 last were equivalent to 62c for each of the 278,067 shares of common stock, as compared with $1 a share earned on 277,867 common shares in the first half of 1931. This showing is not discreditable in the light of prevailing conditions. Expansion of the Grand Union chain has resulted in an actual increase in total assets with cash holdings also showing a slight increase."

"Prosperity" Reports From New England—It is considered as one of the best recognized signs of better times that "prosperity," in the nature of resumption of manufacturing activity, is hitting New England first, in the opinion of many New York business leaders. The rapid awakening of new manufacturing activity in the vast textile centers of New England is proving especially interesting to all retail outlets, not only of food but of clothing and other necessities and luxuries. Resumption of pay rolls will mean resumption of buying, and distributors are preparing for the expected business increase by placing orders to replenish their badly depleted stocks.

Standard Food Stores Starts Move to Remodel Units and Feature National Brands—The more than 100 units of National Food Stores, located in southern New York and northern Pennsylvania, are to be remodeled and will introduce new merchandising methods to bring them to a par with the chains, including the featuring of nationally advertised brands, it is announced. M. M. Zimmerman of New York, merchandising specialist, has been engaged to manage a complete plan of sales promotion for all members. He emphasizes the importance of clean stores, well displayed merchandise, clean windows, and bright lights. The Standard Food Stores has grown from an original group of five stores in 1929 to its present strength of more than 100 units.

"Cash and Carry" Principle Urged as Need of Independent Grocers—The pressing need of recognition among independent grocers of the fact that cash and carry is not just a slogan formed one of the interesting topics of discussion at the annual convention of the Wisconsin Retail Grocers' Association, held recently. The same topic is engaging the attention of grocers in all parts of the country.

It is argued that grocers in general must adopt a cash and carry policy and discontinue the carrying of credit accounts, or face ultimate ruin.

One reason for the excellent showing made all through the depression by chain stores was the fact that they added to their lists new customers who had run their credit standings to the limit with independent grocers and then, ignoring their debt to him, had transferred their trade to the chain store on a cash basis, leaving the independent "holding the bag," and an empty one.

IMPORTANT CHANGE IN CANADIAN TRADE-MARK LAW

By Mason, Fenwick & Lawrence
Patent and Trade-Mark Lawyers

A NEW statute has been enacted in Canada to take place of the present trade-mark law, and will become effective on September 1st, 1932.

This new Act makes substantial changes in the trade-mark law of Canada and demands your most careful consideration.

If you are using any marks in Canada which are unregistered, applications for registration should be filed now under the old Act, or within six months after September 1st, as title to a trade-mark is conferred by registration and the user of a mark who registers FIRST is given the right to prevent an earlier user who has NOT registered, from continuing the use of his mark.

The individual, firm or corporation who first uses a trade-mark in Canada is entitled to the exclusive use thereof if he holds a registration:

a. Under the present law, or
b. If he applies for registration within six months from September 1st, 1932, or
c. From the date of first use in Canada.

The new statute provides that if through advertisements, for example, in the United States in magazines, circulating in Canada, a mark in use in the United States (but not used in Canada) has become known in Canada, an application for registration should by all means be filed either now under the present Act, or within six months after September 1st, 1932, under the provisions of the new Act.

CANNED FOOD PRICES

Prices given represent the *lowest* figure generally quoted for lots of wholesale size, usual terms f. o. b. Baltimore (unless otherwise noted) and subject to the customary discount for cash. Many canners get higher prices for their goods; some few may take less for a personal reason, but these prices represent the general market at this date.

Baltimore figures corrected by these Brokers: ‡Thomas J. Meehan & Co., •Howard E. Jones & Co., §Harry H. Mahool & Co.
New York prices corrected by our Special Correspondent. †In column headed "N. Y." indicates f. o. b. factory.

Canned Vegetables

	Balto.	N.Y.
ASPARAGUS* (California)		
White Mammoth, No. 2½	.....	2.45
Peeled, No. 2½	.....	.....
Large, No. 2½	.....	2.45
Peeled, No. 2½	.....	3.15
Medium, No. 2½	.....	2.35
Green Mammoth, No. 2	2.80	2.50
Medium, No. 2	2.30	2.25
Large, No. 2	2.55	2.45
Tips, White, Mammoth, No. 1 sq.	.....	2.30
Small, No. 1 sq.	.....	2.15
Green Mammoth, No. 1 sq.	.....	2.40
Small, No. 1 sq.	.....	2.05
BAKED BEANS‡		
16 oz.	.42½	.....
No. 2½	.92½	.....
No. 10	2.75	.....
BEANS‡		
Stringless Stand. Cut Green, No. 2	.60	.65
Standard Cut Green, No. 10	3.00	3.00
Standard Whole Green, No. 2	.....	.95
Standard Cut Wax, No. 2	.65	.....
Standard Cut Wax, No. 10	.....	.....
Red Kidney Standard, No. 2	.70	.....
Standard, No. 10	2.75	.....
LIMA BEANS‡ (F. O. B. Factory)		
No. 2 Tiny Green	1.25	1.30
No. 10	7.00	6.55
No. 2 Medium Green	1.00	1.05
No. 10	5.25	5.25
No. 2 Green and White	.75	.90
No. 10	3.75	4.55
No. 2, Fresh White	.60	.65
No. 10	3.25	3.50
Soaked, No. 2	.47½	.....
BEETS‡		
Baby, No. 2	1.40	.....
Whole, No. 2	.....	.....
Whole, No. 3	1.10	.....
Whole, No. 10	3.10	3.75
Cut, No. 2	.75	.85
Cut, No. 10	2.75	.....
Diced, No. 10	3.75	.....
CARROTS‡		
Standard Sliced, No. 2	.70	.....
Sliced, No. 10	3.50	.....
Standard, Diced, No. 2	.70	.....
Diced, No. 10	3.50	.....
CORN‡		
Golden Bantam, Fancy, No. 2	.....	.95
Extra Standard, No. 2	.....	.....
Extra Standard, No. 10	.....	.....
Shoepeg, Fancy, No. 2	.87½	.....
Extra Standard, No. 2	.70	.....
Standard, No. 2	.....	.60
Standard, No. 10	.....	.....
Crushed, Fancy, No. 2	.75	.....
Extra Standard, No. 2	.65	.....
Standard, No. 2	.60	.70
Standard, No. 10	3.50	4.00
HOMINY‡		
Standard Split, No. 3	1.00	.....
Split, No. 10	3.00	.....
MIXED VEGETABLES‡		
Standard, No. 2	.80	.....
No. 10	4.25	.....
Fancy, No. 2	1.05	.....
No. 10	5.00	.....
OKRA AND TOMATOES‡		
Standard, No. 2	.85	.....
No. 10	.....	.....
PEAS‡ (Baltimore prices, new pack)		
No. 1 Petit Pois	.....	.....
No. 2 Fancy Sweets, 2s	.....	1.70
No. 2 Fancy Sweets, 3s	.....	1.50
No. 2 Fancy Sweets, 4s	.....	1.40
No. 2 Fancy Sweets, 5s	.....	1.35
No. 2 Std. Sweets, 5s	.....	1.10
No. 1 Early June, 4s	.....	.....
No. 2 Std. Alaskas, 1s	1.25	1.50
No. 2 Std. Alaskas, 2s	1.10	1.25
No. 2 Std. Alaskas, 3s	.90	1.10
No. 2 Std. Alaskas, 4s	.87½	1.00
No. 10 Std. Alaskas, 2s	5.75	6.00
No. 10 Std. Alaskas, 3s	5.25	5.50
No. 10 Std. Alaskas, 4s	4.75	5.25
PUMPKIN‡		
Standard, No. 2½	.90	.90
No. 3	1.00	1.00
No. 10	3.00	3.00

CANNED VEGETABLES—Continued

	Balto.	N.Y.
SAUER KRAUT‡		
Standard, No. 2	.....	.....
No. 2½	.75	.75
No. 3	.85	.....
No. 10	2.50	2.65
SPINACH‡		
Standard, No. 2	.95	1.00
No. 2½	1.25	.....
No. 3	1.30	1.30
No. 10	4.00	4.75
California, f. o. b. Coast		
Standard, No. 2½	.....	1.25
Standard, No. 10	.....	4.75
SUCCOTASH‡		
Standard Green Corn, Fresh Limas, No. 2	.70	.....
Standard Green Corn, Dried Limas, No. 2	.70	.....
(Triple) No. 2 (with tomatoes)	1.10	.....
SWEET POTATOES‡		
Standard, No. 2, F. O. B. factory	.80	.....
No. 2½	.90	.....
No. 3	1.00	.....
No. 10	2.85	.....
TOMATOES‡		
Extra Standard, No. 1	.50	.....
F. O. B. County	.45	.55
No. 2	.75	.....
F. O. B. County	.80	.....
No. 3	1.05	.....
F. O. B. County	1.10	.....
No. 10	3.15	.....
F. O. B. County	3.00	.....
Standard, No. 1	.37½	.....
F. O. B. County	.37½	.....
No. 2	.60	.70
F. O. B. County	.55	.....
No. 3	.87½	.....
F. O. B. County	.85	1.05
No. 10	2.60	.....
F. O. B. County	2.50	3.05
TOMATO PUREE‡ (F. O. B. Factory)		
Standard, No. 1, Whole Stock	.40	.40
No. 10, Whole Stock	3.00	2.25
Standard, No. 1 Trimmings	.37½	.....
No. 10 Trimmings	2.75	.....

Canned Fruits

	Balto.	N.Y.
APPLES* (F. O. B. Factory)		
Maine, No. 10	.....	.....
Michigan, No. 10	.....	.....
New York, No. 10	3.50	.....
Pennsylvania, No. 10, water	2.90	.....
Pa., No. 3	.....	.....
Pa., No. 10, solid pack	3.25	.....
APRICOTS* (California)		
Standard, No. 2½	1.60	1.30
Choice, No. 2½	1.80	1.50
Fancy, No. 2½	.....	.....
BLACKBERRIES*		
Standard, No. 2	.....	.....
No. 3	.....	.....
No. 10, water	3.75	.....
No. 2, Preserved	.....	.....
No. 2, in Syrup	.....	.....
BLUEBERRIES*		
Maine, No. 2	.....	1.60
No. 10	5.50	4.75
CHERRIES*		
Standard Red, Water, No. 2	.....	.....
White Syrup, No. 2	.....	.....
Extra Preserved, No. 2	.....	.....
N. Y. Fancy, Red Pitted, No. 10	4.25	4.25
California Standard, 2½	.....	1.65
Choice, No. 2½	.....	1.90
Fancy, No. 2½	.....	2.00
GOOSEBERRIES*		
Standard No. 2	.....	.....
No. 10	.....	.....
GRAPE FRUIT*		
8 oz.	.50	.....
No. 2	1.22½	1.30
No. 5	3.65	.....
No. 1 Juice	.75	.....
No. 5 Juice	.....	.....
PEARS*		
Standards, Keifer No. 2, in syrup	.95	.....
Fancy, No. 2½	.....	.....
California Bartletts, Standard 2½	.....	.....
Fancy	.....	1.90
Choice	.....	1.75
Standard, No. 10	.....	5.50

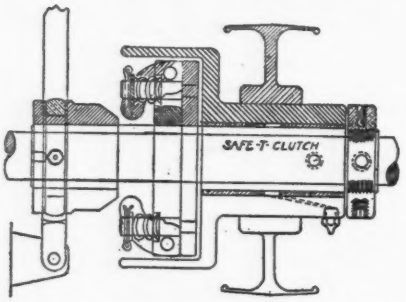
CANNED FRUITS—Continued

	Balto.	N.Y.
PEACHES*		
California Standard, No. 2½ Y. C.	1.10	1.10
Choice, No. 2½, Y. C.	1.25	1.25
Fancy, No. 2½, Y. C.	.....	.....
Extra Sliced Yellow, No. 1	.75	.....
Seconds, Yellow, No. 3	.....	.....
Pies, Unpeeled, No. 3	.....	.....
Peeled, No. 10, Solid Pack	3.50	3.75
PINEAPPLE*		
Hawaiian Sliced, Extra, No. 2½	1.50	1.50
Sliced Standard, No. 2½	1.45	1.35
Sliced, Extra, No. 2	.....	1.15
Sliced Standard, No. 2	.....	1.00
Shredded, Syrup, No. 10	.....	.....
Crushed, Extra, No. 10	3.80	4.25
Eastern Pie, Water, No. 10	.....	.....
Porto Rico No. 10	.....	.....
RASPBERRIES*		
Black Water, No. 2	.....	.....
Red, Water, No. 2	.....	.....
Black, Syrup, No. 2	.....	.....
Red, Syrup, No. 2	.....	.....
Red, Water, No. 10	.....	.....
STRAWBERRIES‡ (Baltimore prices, new pack)		
Preserved, No. 1	.70	.....
Preserved, No. 2	1.60	.....
Extra, Preserved, No. 1	.80	.....
Extra, Preserved, No. 2	1.75	.....
Standard Water, No. 10	5.00	.....
FRUITS FOR SALAD*		
Fancy, No. 2½	2.50	2.50
No. 10s	9.50	8.00

Canned Fish

HERRING ROE*		
No. 2, 17-oz. cans	.80	.....
1-lb. cans	.80	.....
No. 2, 19-oz. cans	.90	.....
LOBSTER*		
Flats, 1-lb. cases, 4 doz.	.....	4.75
½-lb. cases, 4 doz.	.....	4.15
¼-lb. cases, 4 doz.	.....	1.25
OYSTERS*		
Standards, 4 oz.	.....	.....
5 oz.	.90	1.05
8 oz.	.....	.....
10 oz.	1.80	2.05
Selects, 6 oz.	.....	.....
SALMON§		
Red Alaskas, Tall, No. 1	2.45	1.55
Flat, No. ½	1.35	.90
Cohoes, Tall, No. 1	1.10	1.35
Flat, No. 1	.....	.....
Flat, No. ½	.....	.....
Pink, Tall, No. ½	.70	.60
Pink, Tall, No. 1	.92½	.95
Sockeye Flat, No. 1	2.60	2.85
Flat, No. ½	.75	.....
Chums, Tall	.82½	.80
Medium, Red, Tall	1.22½	1.35
SHRIMP§		
Dry, No. 1	1.10	1.00
Wet, No. 1, Large	1.10	1.10
SARDINES§ (Domestic), per case		
¼ Oil, keyless	.....	†2.75
¼ Oil, keys	.....	.....
¼ Oil, Tomato, Carton	.....	†3.50
¼ Oil, carton	.....	.....
¼ Mustard, Keyless	.....	.....
¾ Mustard, Keyless	.....	†2.75
California Oval, No. 1, 48's	3.00	†2.95
TUNA FISH§ (California), per case		
White, ½s	7.30	.....
White, 1s	13.65	.....
Blue Fin, ½s	.....	.....
Blue Fin, 1s	.....	.....
Striped, ¼s	3.35	.....
Striped, ½s	5.20	5.25
Striped, 1s	9.20	.....
Yellow, ¼s, Fancy	4.65	.....
Yellows, ½s, Fancy	7.30	.....
Yellow, 1s	13.65	.....

Safe - T - Clutches



Designed for Judge Syrupers. Proved so good, we sell them separately.

Mounted on a sleeve - you just slip them on shaft. Fasten with set screws or pin. No keys to cut. Great for replacement on "chewed up shafts".

Can be set to pull the load or slip if overloaded or if machine jams.

Discs are shrouded - moisture don't affect them.

Take any diameter of pulley. Change quickly from one pulley to another.

Oil and grease chambers do away with loose pullies "Freezing"

No packing to wear or swell.

Stay in or out. No creeping. Start smoothly.

Save your machines, save trouble, save accidents and save cans.

Never-Miss TIMERS

Made for Judge Syrupers and are positive at all speeds—high or low.

Time cans into any machine: fillers, double seamers, exhaust boxes, cookers, coolers, labellers, can making machinery or can runways.

Simple, out of the way and fool proof.

Tell us what you wish "to time" and we will "time" it.

They save their cost in cans and lost time, especially on High Speed lines.

E. J. JUDGE

Syrupers, Clutches, Timers.

P. O. Box 238 Alameda, Calif.

Canadian Agents

Canners Machinery Ltd., Simcoe, Ont. Can.

SMILE AWHILE

There is a saving grace in a sense of humor.

Relax your mind—and your body. You'll be better mentally, physically—and financially.

SEND IN YOUR CONTRIBUTION.

All are welcome.

BURNING 'EM OUT

Two small boys, staring in a barber shop window of London, earnestly looked on as the barber went over his customer's hair with a singeing torch.

"Blimey, Bill," one of them ejaculated, "he's lookin' for 'em wiv a light!"

EXPERIENCE TEACHES

Old Gent—You're an honest boy, but the money I lost was a $10 bill, not 10 one's.

Wise Lad—I know, sir, but the last time I found a bill the man didn't have change to give me a reward.

JUSTIFIABLE EXCUSE

Judge—Why have you not made these alimony payments?

Defendant—I can't start till week after next, Judge. There are still two installments due on the engagement ring.

THE LIMIT

"I want a really high-bred hog," said the fussy customer.

"Yes, sir," said the dog fancier, obligingly. "How about a Skye terrier?"

INSTRUCTIONS

For success, keep your eyes open and your mouth shut.

For eating grapefruit, reverse the process.

HIS OPPORTUNITY

"The next person who interrupts the proceedings will be sent home," declared the judge.

"Hurray," yelled the prisoner.

POSTED

A woman, perusing a newspaper, looked up to ask her husband:

Woman—John, it refers here to some gunmen taking a man for a ride. What kind of a ride?

Husband (calmly)—A slay ride, my dear.

A NATURAL

"Well, what is wrong with your husband?"

"I think, doctor, he is worrying about money."

"Ah! I think I can relieve him of that."

THIS BUSINESS

Doctor—You are undernourished. You should eat more substantial food.

Patient—The spirit is willing, but the grocer's confidence is weak!

Fortune Teller—I see a dark load in your future.

Patron (joyfully)—Then we must be going to get our coal.

HAMACHEK IDEAL VINERS

Of all of the mechanical equipment used in a pea cannery none is as important as the pea hulling equipment. The equipment that saves Peas, reduces breakage and permits the satisfactory hulling of peas, when in such a state of maturity as to produce quality canned peas, is of utmost importance. For this reason, Frank Hamachek Ideal Green hulling machinery is playing a very important part in the production of better canned peas.

FRANK HAMACHEK MACHINE CO.
Kewaunee, Wisconsin

Manufacturers of

IDEAL VINERS, VINER FEEDERS, ENSILAGE DISTRIBUTERS and CHAIN ADJUSTERS

KITTREDGE
LABELS
CHICAGO

DEPENDABLE SEED

from

PEDIGREED STOCKS

Inspecting Plots of Purebred Peas.

775 acres devoted to originating and breeding pedigreed lines of Peas. .

The location of this selected acreage, in five leading producing sections, not only guarantees highest quality of seed, but, by avoiding weather risks, insures a regular supply of parent seed stock. Dependable seed can be produced only in this costly, painstaking way.

In these days of keen competition you need to base your canning operations on the best, and secure the latest developements in new varieties and improved, prolific strains of well known lines. POOR SEEDS ARE EXPENSIVE AT ANY PRICE.

Steadfast Standards of Quality for 75 Years

Associated Seed Growers, Inc.

Breeders and Wholesale Growers

New Haven, Connecticut

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